

## Message Text

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PAGE 01 MOSCOW 14652 271728Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /020 W

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R 271440Z SEP 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 2900

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USDOC FOR BEWT/BOWDEN/THOMPSON

E.O. 11652 N/A

TAGS: BEXP UR

SUBJ: INTERORGTEKHNICA 75

1. DDIR USCOMOFF MET WITH USSR CHAMBER OF COMMERCE AND INDUSTRY OFFICIAL, IVANOV, SEPT 24 TO DISCUSS POSSIBLE USDOC PARTICIPATION IN SUBJECT OFFICE EQUIPMENT EXHIBITION SCHEDULED FOR SEPT 2-16, 1975 AT SOKOLNIKI PARK.

2. DDIR REVIEWED CLAPP & POLIAK'S SPACE OPTION WITHDRAWAL AND STATED THAT USDOC WAS INTERESTED IN PARTICIPATION BUT THAT ONE CONDITION FOR SUCH PARTICIPATION WAS WRITTEN ASSURANCE THAT CHAMBER WOULD PROVIDE SECURE, BONDED STORAGE SPACE TO STORE THOSE ITEMS FOR WHICH VALIDATED LICENSES HAD NOT BEEN RECEIVED PRIOR TO USDOC VACATING ASSIGNED PAVILION.

3. MR. IVANOV, SPEAKING FOR R.M. ZORIN, DIRECTOR GENERAL FOR FOREIGN AND INTERNATIONAL EXHIBITIONS, FELT THAT THIS REQUEST COULD BE MET AND SHOULD NOT PRESENT TOO GREAT A PROBLEM. DDIR EXPRESSED SURPRISE AT IVANOV'S FORTHCOMING POSITION AS SUBJECT HAD BEEN DISCUSSED BEFORE, ALWAYS AFTER USDOC HAD SIGNED SPACE CONTRACT, AND CHAMBER'S ANSWER HAD ALWAYS BEEN NEGATIVE. JUDGING FROM IVANOV'S STATEMENTS, IT WOULD APPEAR THAT SOVIETS ARE VERY ANXIOUS FOR USDOC PARTICIPATION, ESPECIALLY AFTER WE TURNED DOWN THE TELECOMMUNICATIONS EXHIBITION.

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PAGE 02 MOSCOW 14652 271728Z

4. CHAMBER HAS PROMISED TO LET DDIR AND JOHN BODSON, DEPUTY FOR POLYMERY, INSPECT PROPOSED WAREHOUSE STORAGE AND WILL GIVE US A WRITTEN CONFIRMATION OF SPACE AVAILABLE WHICH BODSON CAN HANDCARRY TO USDOC IN LATE OCTOBER.

5. IF STORAGE SPACE ONLY HURDLE TO USDOC PARTICIPATION IN INTERORGTEKHNKA 75, EMBASSY RECOMMENDS WE MOVE AHEAD. SUGGEST BEWT IMMEDIATELY CONTACT IBM, SPERRY RAND, CONTROL DATA, TEXAS INSTRUMENTS, BURROUGHS, DEC, HEWLETT PACKARD, HONEYWELL AND OTHERS WHO MAY NEED LARGE SPACE REQUIREMENTS. WHILE SOVIETS WOULD LIKE TO SEE USDOC TAKE 5000 SQUARE MEETERS, POLIAK'S REQUEST, DDIR PROMISED SOMETHING BETWEEN 1500-5000 SQUARE METERS.

6. FIXED COSTS, SPACE, CONSTRUCTION, AND GRAPHICS SHOULD BE DEVELOPED AS FOR STANKI AND EXHIBIT SPACE CHARGE SET ACCORDINGLY. VARIABLE EXPENSES SHOULD NOT EXCEED THAT OF HEALTH OR POLYMERY, ASSUMING WE HAVE 35-45 EXHIBITORS.

7. COPY OF LETTER TO ZORIN REQUESTING WRITTEN CONFIRMATION OF STORAGE SPACE AVAILABILITY HAS BEEN POUCHED. WILL ADVISE BY TELEGRAM WHEN EMBASSY RECEIVED WRITTEN CONFIRMATION FROM CHAMBER.

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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